



# Buffalo District Office



July 2003

**HAPPY  
INDEPENDENCE DAY!**

## Newsletter

[www.sba.gov](http://www.sba.gov)

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Deputy District Director

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### Administration Makes \$1.4 Billion More Available For Small Business Lending

The U.S. Small Business Administration today announced that \$1.4 billion in additional loan authority will be made available for small business lending for fiscal year 2003. As a result, lending authority in the agency's primary business loan program, 7(a), will increase to almost \$11.0 billion.

"Hundreds of small business owners and entrepreneurs looking to start a business will benefit from this new loan authority," said SBA Administrator Hector V. Barreto. "The SBA is already underwriting a record number of loans in this, its 50<sup>th</sup> year, and this new loan authority will add to our capacity to help small businesses."

The new loan authority will be made available by applying a new 7(a) econometric subsidy model to the STAR program for FY 2003. The STAR, or Supplemental Terrorist Activity Relief, program, was established to assist small businesses affected by the terrorist attacks of Sept. 11, 2001, and was in effect through January 11, 2003. From October 1, 2002 through January 11, 2003, \$1.663 billion in STAR loans were made.

By applying the new model to the STAR program, the estimated cost of the program declines dramatically. This frees up \$12.3 million that will now be transferred to the 7(a) program to make loans to small businesses. Since January, some loans approved through the STAR program have been cancelled, allowing the SBA to transfer about \$2.8 million in additional funds to the 7(a) program. Together, these transfers support approximately \$1.449 billion in additional 7(a) loans.

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### SBA Support

**W**yoming County Bank has pledged their Support in the SBA Buffalo District's request for assistance in expanding it's marketing base.

**T**hank you WCB for helping SBA. If your bank has added SBA to your website, please contact Kelly LoTempio at [Kelly.lotempio@sba.gov](mailto:Kelly.lotempio@sba.gov).



# Newsletter

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## Lender's Update

### BUFFALO DISTRICT ALL 7(A) LOAN PROGRAMS FY'03 THRU JUNE 2003

LENDER	# OF LOANS	\$ AMOUNT
M & T Bank	41	\$6,357,925
HSBC Bank USA	45	\$4,950,000
Key Bank National Association	11	\$3,506,000
Wyoming County Bank	30	\$3,367,500
First Niagara Bank	24	\$2,366,000
Temecula Valley Bank, N.A.	1	\$1,333,000
Charter One Bank, FSB	3	\$1,075,000
Fleet National Bank	24	\$1,024,500
CIT Small Business Lending	3	\$ 988,000
NYBDC	2	\$ 950,000
Community Bank, N.A.	7	\$ 913,000
Bank of Castile	5	\$ 860,000
Valley National Bank	3	\$ 710,000
Steuben Trust Company	3	\$ 527,000
Evans National Bank	4	\$ 524,000
JPMorgan Chase Bank	1	\$ 370,000
GE Capital Small Business Finance	1	\$ 360,000
Capital One FSB	9	\$ 335,000
National Bank of Geneva	3	\$ 310,000
Citibank (NYS)	5	\$ 230,000
National City Bank – Pennsylvania	2	\$ 161,400
First State Bank	1	\$ 110,000
Alden State Bank	1	\$ 50,000
Jamestown Savings Bank	1	\$ 50,000
Bank of Holland	1	\$ 24,000

### SBA Launches Redesigned Web Site With More Resources to Help Entrepreneurs

The U.S. Small Business Administration has launched an extensively enhanced Web site designed to make it easier for small business owners and other users to access a wealth of agency resources.

"Small businesses are the backbone of the American economy, and we are committed to providing them with the best and latest tools and resources," said SBA Administrator Hector Barreto. "The redesigned Web site expands our capacity to reach new customers in new ways, and brings the SBA one step closer to becoming America's small business homepage."

### Web Site Continued....

The SBA Web site, with more than 50,000 documents, is one of the most effective resources the agency has to reach potential and current small business owners with tools and information to assist them in developing successful businesses. The site receives an average of more than 1.2 million visits weekly, the most frequently visited pages being Starting Your Own Business, Financing Your Business and How to Write a Business Plan.

The re-engineered site, at [www.sba.gov](http://www.sba.gov), underwent widespread cosmetic and structural changes, as well as revisions of content. The changes not only will make navigation easier and more logical, but will give small business users access to a compelling interactive resource for the development and growth of their businesses.

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## Web Site Continued....

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Chief among the changes are:

- the use of plain English to explain the “what,” “where,” “why,” and “how-to” of starting and running a business.
- five customer-centric access views: starting a business; financing a business; managing and growing a business; business opportunities; and disaster assistance.
- a sophisticated geo-mapping feature that makes it easy for customers all over the country to find and travel to nearby SBA district offices and resource partners.
- a comprehensive and fully searchable menu of business FAQs.
- more tutorials, counseling and a virtual training campus with more than 50 free online courses, a virtual library with more than 200 free E-books, and direct access to some 30 universities and colleges offering online business courses around the country
- new home pages for the 10 regional offices

## MINORITY ENTERPRISE DEVELOPMENT

The 8(a) Business Development staff attended the Upstate New York Regional Minority Purchasing Council, Inc. trade show held at the Clarion Riverside Hotel in Rochester, NY. The trade show brings together corporate purchasing individuals and minority business suppliers for a day of networking, seminars and exhibits. Information on the Upstate New York Regional Minority Purchasing Council is available by contacting their office at (716)871-4120 or on their website at [www.unyrmpci.org](http://www.unyrmpci.org).

The following firm was recently approved into the 8(a) Business Development Program:

EFFECTIVE MARKETING GROUP, INC.  
Rochester, NY  
Elizabeth Laird, President/CEO

- Full service marketing and research firm offering internet response research, quantitative and qualitative research, marketing consulting services, sales and marketing management, press and public relations, and website design and maintenance.

For further information, contact Laura McCabe, Business Opportunity Specialist, at (716)551-4416 or email at: [laura.mccabe@sba.gov](mailto:laura.mccabe@sba.gov)

# SCORE FY 2003 WORKSHOP AND SEMINAR PROGRAMS

<b>Date, Time, &amp; Cost</b>	<b>Event</b>	<b>Subjects Included</b>	<b>Location</b>
Wednesday July 9, 2003 8:30-1:00 \$35.00	<b>Creating a Winning Business Plan</b>	You will receive a 55 page SCORE "Business Planning Guide & Financial Formats for all Small Firms" plus expert detailed instruction on how to complete each page for your own business.	Greater Buffalo Savings Bank 2421 Main Street Buffalo, New York
Tuesday July 15, 2003 8:30-4:30 \$25.00	<b>Pre-Business Planning</b>	Market Research, business planning, insurance, legal structures, financing and state & federal taxes	Niagara Falls Library 1425 Main Street Niagara Falls, New York
Wednesday August 13, 2003 8:30-1:00 \$25.00	<b>Marketing &amp; Advertising</b>	You will learn about marketing research, marketing concepts, zero-based marketing, entrepreneurial marketing, pricing, press release, advertising techniques, and promotion	Medialle College White House Main Street Buffalo, New York
Tuesday August 19, 2003 8:30-4:30 \$25.00	<b>Pre-Business Planning</b>	Market Research, business planning, insurance, legal structures, financing and state & federal taxes	Buffalo & Erie County Library Lafayette Square Buffalo, New York
Wednesday September 10, 2003 8:30-1:00	<b>Home-Based Business Issues Workshop</b>	You will learn the good and not-so-good reasons for working from your home. This includes marketing, business planning, IRS regulations, local zoning and ordinances, and a host of other information that will provide you the basis for an effective and worthwhile startup.	Federal Building 111 W. Huron Street, Room 1519 Buffalo, New York
Tuesday September 15, 2003	<b>Pre-Business Planning</b>	Market Research, business planning, insurance, legal structures, financing and state & federal taxes	North Tonawanda Public Library 505 Meadow Drive North Tonawanda, New York



U. S. Small Business Administration  
111 West Huron Street, Rm. 1311  
Buffalo, New York 14202

«FIRST\_NAME» «LAST\_NAME»  
«TITLE»  
«COMPANY»  
«ADDRESS»  
«M\_2nd\_Address»  
«CITY», «STATE» «ZIP»